The Art of Flawless Application Spray Tanning

TECHNICIAN MANUAL

Telephone: 61 2 8065 8710
Fax: 1300 30 28 20

Address: 30/8 Tilley Lane, Frenchs Forest, NSW 2086 Australia
Postal: PO Box 6069, Frenchs Forest, NSW 2086, Australia

Email: ask@customtan.com.au
Web: customtan.com.au

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BACKGROUND

History of Tanning

The Human race has always had a special relationship with the sun. Primitive civilizations in every region have worshipped the sun because it brought warmth and encouraged growth of crops. In the **1920s** daily sunlight exposure was hyped as a cure for everything from acne to tuberculosis.

In **1923**, the story goes that Chanel, the French fashion designer, accidentally got a lot of sun while sailing aboard a yacht to Cannes. When she returned from the Riviera golden brown, a fad was born. Before long because everyone longed for Coco's lifestyle, tan included, so was an industry.

Shortly after the first sunscreens, tanning oils and powdered bronzers (to brown the spots the sun missed) were manufactured and sold to the masses. Fashion trends developed so women could show off their tanned limbs; shoes were worn without stockings and sleeveless dresses became stylish.

By the **1930s** a suntan became a symbol of health, luxury and fashion. The **1940s** introduced advertisements in women's magazine encouraging sunbathing.
In **1946** the Bikini arrived and since swimsuits have only gotten skimpier. In the **1950s** advertisements began targeting women at a younger age.

In**1960** the first fake tan came onto the market manufactured by Coppertone and it was called QT (Quick Tanning Lotion) and many improvements have since been made to the ingredients used today.

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Melanoma is a cancer that starts in the DNA of the cells responsible for your hair and skin's colour. When their DNA is damaged, it causes the cells to grow uncontrollably leading to a malignant tumour; Skin Cancer. Melanoma is often accumulated over time as a result of environmental factors like exposure to the sun. Excessive exposure to UV from the sun is the most preventable cause of this disease. Experts estimate about **90% of melanomas are associated with severe UV exposure and sunburns over a lifetime.**

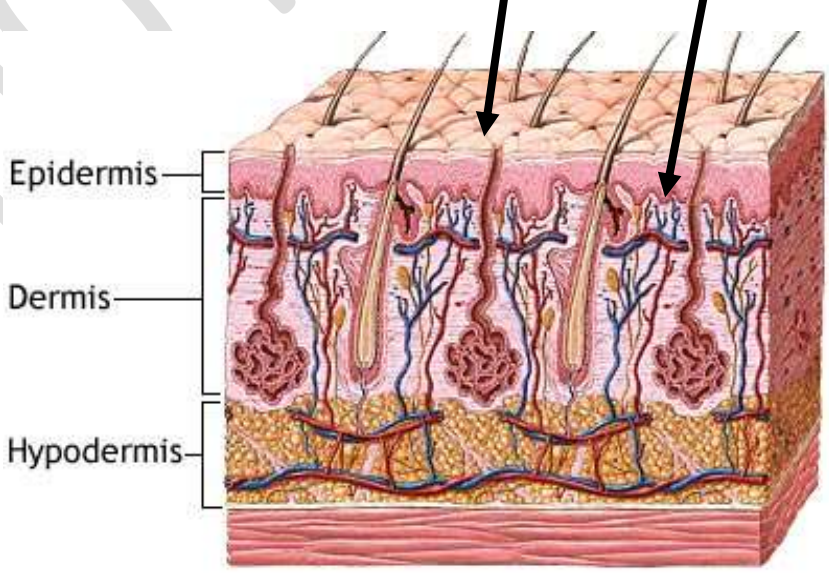
Even though there are obvious threats to your health, the tan fad isn't going away anytime soon. Its meaning of wealth and style is ingrained in the social makeup of our population. By 2000, a survey showed that 50% of Britons said that returning with a tan was the single most important reason for actually going on holiday. We feel that it's critical that as manufacturers we supply you with a safe alternative to achieving a natural glow – enter Custom Tan!

Need to know about skin

The skin is made up of 3 main layers – the epidermis on the outside and the dermis underneath, with the hypodermis below that. Tanning both sun and spray takes part on the epidermis, however in different places.

The epidermis is made up of several layers of skin. The bottom layer (closes to the dermis) is called the **stratum basal**. This area is affected when *sun* tanning or UV tanning.

The **stratum corneum** is the top layer of the epidermis. This is the area affected when *spray* tanning.



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Diagnosing Different Skin Types

The Fitzpatrick Scale is a numerical classification scheme for the color of skin. It was developed in 1975 by Thomas B. Fitzpatrick, a Harvard dermatologist, as a way to classify the response of different types of skin to UV light. It remains a recognised tool for dermatologic research into the color of skin and is useful when determining the appropriate spray tan solution for your client.

It measures several components: Genetic Disposition, Reaction to Sun Exposure and Tanning Habits

The Fitzpatrick Scale:

Skin Phototype	Typical Features	Tanning Ability	Celebrity Skin Twin	Skin Samples
Type 1 Best suited to regular tans	Pale, porcelain, ivory. Red or blonde hair often with light eyes	Always burns, never tans	Cate Blanchett, Nicole Kidman, Julianne Moore	
Type 2 Best suited to regular tans	White, fair skin often with blue, green, hazel eyes	Usually burns, tans with difficulty	Drew Barrymore, Kate Winslet Scarlett Johansson	
Type 3 Can wear either regular or dark tans	Light to medium skin, peachy to beige, very common	Sometimes mild burn, gradually tans	Anne Hathaway, Julia Roberts, Sandra Bullock	

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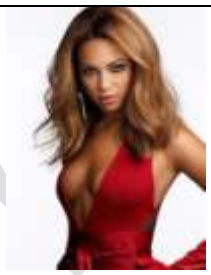
Type 4 Best suited to dark tans	Golden or olive hued Beige with a brown tint, typical mediterranean caucasian skin	Rarely burns, tans with ease	Jennifer Lopez, Penelope Cruz, Jessica Alba	
Type 5 Best suited to regular tans	Dark brown skin, with dark brown hair and eyes	Very rarely burns, tans very easily	Halle Berry, Beyonce, Tyra Banks	
Type 6 Does not need a tan!	Deep mahogany to ebony. Also know as black	Never burns, tans very easily	Naomi Campbell, Serena and Venus Williams, Jennifer Hudson	

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How Spray Tanning Actually Works

The active tanning ingredient is called DHA – Dihydroxyacetone. DHA is actually derived from sugar cane and has been approved as the safest method of sunless tanning by the Federal Drugs Authority for over 30 years.

DHA is clear not brown. It is possible to spray in a clear solution, however the spray is very difficult to see. Most often clients are sprayed in a solution containing a bronzer. This bronzer acts as a guide for the technician to see the application and gives the client instant gratification that they have had a spray tan. The bronzer also stains the skin so this helps to achieve the desired tan colour.

The DHA reacts with the amino acids and keratin proteins which are present in the outer layer of our skin and turns the skin brown as it would with sun tanning. This process is called 'Maillard Reaction'. The

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process is the same as if you cut fruit and leave it on the bench and it goes brown.

The colouration process takes from 2-8 hours and can last 5-10 days, and can take you to a depth of 2-5 shades darker than your skin dependent on the quality of DHA and extent of client after care including a tan extending program to ensure they achieve full life from their tan.

Everyone's epidermis is constant replenishing and it takes 4-6 week for an entirely new layer of skin to develop. For this reason sunless tans will fade gradually as the dead cells are worn away and the client will need to be sprayed again.

Why Custom Tan DHA is simply the best

The type of DHA used by Custom Tan is 100% eco-cert DHA and comes from one of the world's largest DHA manufacturers.

Our DHA manufacturer specialises in developing high added-value ingredients, derived from vegetable sources, micro-organisms and micro algae. They are an ethical company with high standards and eco-design products. Its strength in sustainable development is a major contribution to the cosmetic industry.

Their product range is produced by environment-friendly processes; many are recognised by certification organisations (Eco-cert or COSMOS).

The DHA used in all Custom Tan products is obtained by fermentation using renewable resources. It contains Aromaguard® fragrance specifically to neutralise DHA application odour which occurs with the Maillard Reaction.

Clinical trials conducted on our tanning ingredient show a more natural, deeper summer tan which outperforms the traditional tanning combination of DHA and Erythrulose. During the clinical trials it was noted that 8 hours after application, 86% of respondents preferred this tanning ingredient, and at the **48 hour mark, 90% of respondents preferred the product**. At the end of the trial 65% of respondents confirmed that the tanning used during this method was more natural than any other.

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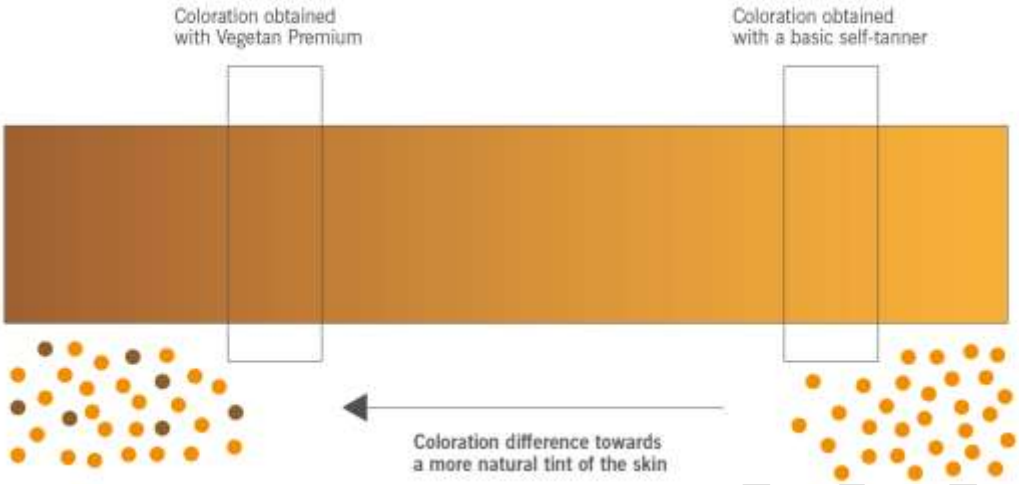
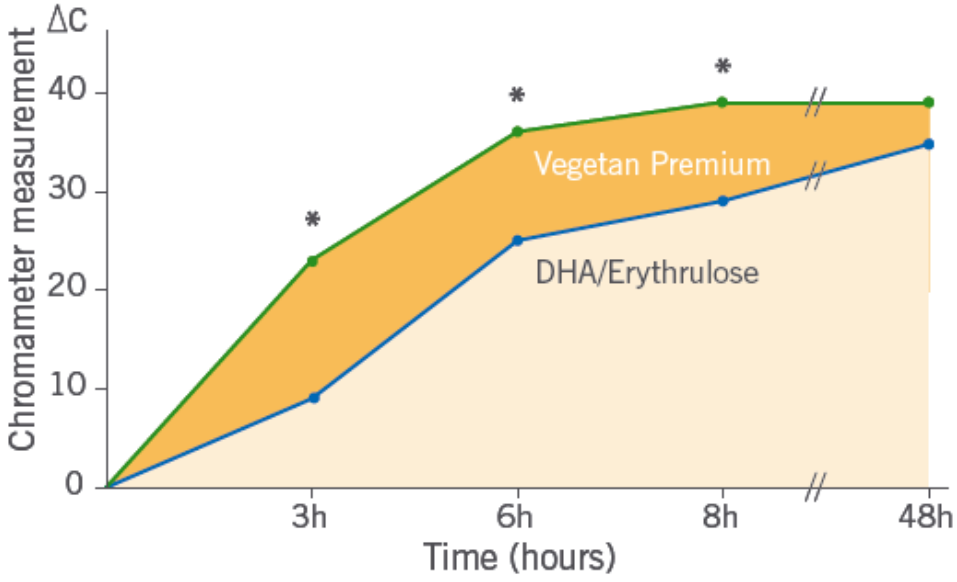


Results



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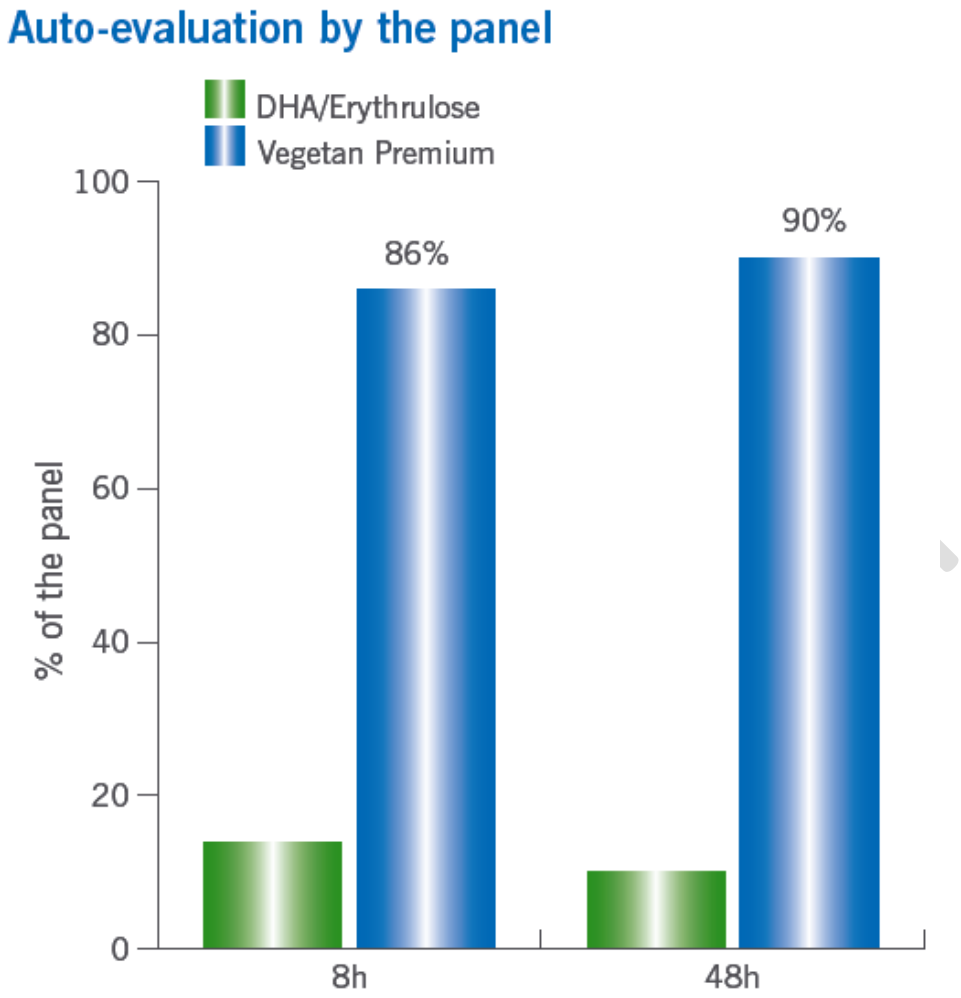

Figure 6: Auto-evaluation self tanning

Custom Tan Features and Benefits

- As a result of using the highest grade eco-cert organic DHA, Custom Tan products are never orange and have no smell
- Fast drying
- Solution customises to client's skin tone
- Client can choose their preferred colour
- Jam packed with anti-aging and skin beneficial ingredients including vitamins, minerals and anti-oxidants
- 1 Hour and 2 Hour solution available in our spray tan range
- Skin is left soft and smooth
- Skin firming and anti-aging properties ensure skin looks more even with less wrinkles

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Green Based versus Violet Based Spray Tan Solution

Traditionally solution has been made with a green base, and this is to help counteract orange tones. The new technology of spray tan solution has led to the introduction of violet based solutions.

Violet based solution helps to counteract the orange tones of a spray tan, but also help to eliminate the grey colour throw that can appear with a green based solution.

A violet based solution can also help achieve the richer, more mediterranean colour result.

THE % OF DHA IN TANNING PRODUCTS

The truth is that no spray tan solution can viably go above 14%. Tanning solution is made up of two vital ingredients, DHA and pigments (the bronzer). Unfortunately these two ingredients aren't the best of friends so finding a good balance between the two is critical.
After time, the mixed ingredients in your bottle of solution will begin to compete with each other and it will degrade the quality of your solution. This is why manufacturers put shelf like on their products. You'll notice if you ever keep a bottle of solution longer than you should have, the pigment will break down and the product will be army green in colour and the DHA percentage will be so dramatically reduced you're unlikely to see a result from the tan.

At 14% and below, the degradation process happens slowly enough that the tan will deliver perfect results for up to 6 months post opening. This is why Custom Tan puts a shelf life on our products of 6 months. So if you had a 18% DHA, the shelf life would be dramatically reduced and so would the integrity of the resulting colour.

It's also a fact that human skin can't absorb more than 14% DHA, so anything above the 14% DHA mark is merely a darker colour where people see a darker bronzer, but will also see this wash off and they'd have a similar result to a 14% tan.

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DETERMINE THE BEST SOLUTION FOR YOUR CLIENT

Custom Tan products are available in regular and dark shades. The percentage of DHA used in our products is also higher than market averages.

As a rule of thumb, for first time clients, we suggest spraying skin types 1-3 in the regular shade, and skin types 3-6 in the dark. It's always easier to add then subtract when it comes to spray tanning.

As clients will all have different requirements, it is always best to consult them first on which colour selection and processing time best suits their needs.

Custom Tan currently stocks 1 and 2 hour solution in regular and dark in a violet base and a Fit Tan range, containing skin tightening caffeine which is chocolate based.

Double Dipping

Spray tanning and the use of DHA is designed to be NATURAL. You can realistically take a client up to 3 different phototypes. This means that if your client has phototype1 skin naturally, they are not realistically going to achieve results similar to skin phototype 4.

For clients who want to be as dark as they can, there is one simple rule:
More solution does not equal more tan

By this we mean that doing 3 coats of tan, or adding more solution than required is not going to add greater colour to the skin. DHA is designed to react with skin – not DHA on DHA on DHA. Once the skin is covered, the skin is covered. Excess DHA applied during the application will only wash off or turn into over-spray meaning the profits from the spray, are not on the client, and they aren't in the bottle.

The best thing to do for clients wanting to be as dark as possible is to double dip. Double dipping is when the client has back to back spray tans on consecutive days.

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This allows the outer layer of the skin to absorb and to work with the DHA. With each new day, more keratins and animo acids are produced by the body, providing fresh cells to be sprayed. This is the best way to achieve a dark optimum tan.

For clients to gain additional depth over time, suggest they invest in the self-tanning range.

Preparation Products

Ph Balancing Professional Spray

This pre spray product is fantastic for preparing your client's skin with the best base possible for their spray tan. Applied via a spray tan gun, prior to the sunless application, this product balances the skin's chemistry so it's application ready. The result equals a faster and longer-lasting tanning result. Using a Ph spray is an easy and beneficial up-sell for your clients at a cost of $5 with lasting results.

Custom Blend Barrier Cream

This pre sunless moisturiser is the answer to over-brown hands, feet, knees and elbows. Unlike the petroleum based competitor products, this product is a high quality, intense moisturiser that allows for a perfect colour blend around the areas that have a tendency to over-tan. Make this one a staple in your kit.

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24 Hour Moisture Lock Hydrating Cream

Moisturisation is the key to extending sunless tan results. By keeping skin well hydrated clients can slow the skin's natural exfoliation process, which results in an extended sunless result. Our 24 Hour Moisture Lock cream should be applied daily and topped up after showering.

Self Tan Products

Self Tan Mousse

The Custom Tan Self Tanning Mousse is made with 20% more DHA than any other self-tan product on the market. It is best applied to clean, dry skin using the Custom Tan Blending Mitt. The product can be used on its own, or on top of a spray tan to add depth and intensity.

Custom Tan Complexion

This face spray contains the eco-cert DHA in a sensitive skin formulation. The complexion spray is suitable for delicate faces. Apply using either a cosmetic sponge or finger tips. It is a fantastic product to touch up any mistakes or missed parts.

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Custom Tan Application Mitt

Until you've tried the blending mitt, it's difficult to understand just what an important difference they make to the overall self tan application.

The blending mitt is specifically designed to ensure a professional flawless self tan application. The Custom Tan blending mitt includes a lotion proof barrier to keep your hands free of any product stains.

Apply the mousse to the velvety surface and use even sweeping strokes to each desired body area. Ensure the product is well massaged into the skin.

Custom Tan Remover Mitt

With the addition of water the Custom Tan Removal Mitt can smooth out product blotches or mistakes and allow you to achieve a smooth even tan. The Custom Tan Removal Mitt will also remove your sunless tan leaving your skin silky and clear.

If you are preparing for a sunless tan, the Custom Tan Removal Mitt will remove unwanted dead skin cells, leaving a clear surface and ensuring a more consistent finish to your tan.

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SPRAY TANNING MACHINES

Custom Tan offers a range of spray tan portable and permanent machines that are suitable for a variety of uses. Spray tan machines can suit people doing their own tans through to full time working salon machines tanning hundred of clients per week.

Each machine comes with its own user manual, which due to copy writes laws; we cannot reproduce in our technician manuals. There are however similarities between machines that we can list and advise our best recommended method of using to ensure premium results. Each machine in the Custom Tan range includes a turbine, turbine filter, hose and gun.

Choosing the Right Machine

Machines are graded based on life time expectancy and hours used. When choosing a machine, look for a company that offers a warranty and repair service.

Turbine Filter

Regardless of which machine you purchase, the turbine filter has been fitted for you, however needs to be removed regularly for cleaning. Ensuring that the filter is clean and clear of solution overspray, hair and dust etc will mean that your turbine can work efficiently. A dirty filter can cause the turbine to overheat and burn out. It must always be clean.

HVLP Turbine

Entry level machines will have a single on/off button to activate it.

Some machines will come with a turbine with 3 buttons: power, heat and speed. The speed button has 3 different settings – high, medium and low. We recommend tanning on the medium speed without the heat setting.

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The professional model machines will either have a dial which can be adjusted to increase/decrease power, or a single on/off button to activate it.

At the end of every tanning session wipe over your turbine to ensure there is no overspray left on the turbine and it is clean before you pack it away. We use pine-o-clean wipes.

Spray Tanning Gun

All Custom Tan machines use HVLP Premium Spray Tanning guns. HVLP stands for high volume air flow and low pressure. The HVLP system means you can spray accurately without the wide range and over spray that happens with other air systems.

With all guns you can tan an average sized person in 2 coats within 7-10 minutes. This allows for appointments to be booked every 15 minutes and high profitability due to fast turn over of clients. Refer to the profitability section on our website for more information.

Flow Control

Every Custom Tan gun can be adjusted to increase or decrease the amount of flow. Check your individual user manual to determine how to adjust the flow of solution.

Never test the flow whilst pointed at your client. Always determine the appropriate flow before the session begins. Some technicians decide to reduce the flow slightly when spraying areas such as hands, feet and faces.

Spray Nozzle

The spray nozzle direction determines which way the solution will be sprayed. Custom Tans recommends that you always spray with the nozzle on horizontal flow. This ensures the widest coverage, and minimises overspray and unnecessary costs.

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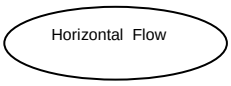

When spraying regularly overspray is difficult to avoid. We suggest you invest in a Custom Tan Spray Tanning Tent to avoid overspray, which can damage your machine.

Solution Pot

Depending on which machine you use, your solution pot will hold varying amounts of product. Ensure your pot is at least half full to ensure the flow of your solution does not cut in and out during an application.

The type of machine you use will also determine how much solution to use. Ideally you should use between 30 and 70ml of solution for 2 coats. For further information about your specific machine, please refer to your user manual.

To avoid leaks ensure the pot is screwed tightly onto the seal. Never tilt the pot at an angle that may force it to spill.

Cleaning your Gun

Clean your solution pot and HVLP gun each day of use with clean water. It is essential to properly dry the pot and gun prior to putting any solution in it. Water in the pot will reduce the potency of the tanning solution. A good way to flush out the gun and pot is to fill it with water and spray the water (also a good way to clean the tent!). If you do not regularly clean your gun you will notice it will clog up and will no longer spray after long term neglect.

Care for your Solution

Temperature – Solution needs to be kept at a safe temperature. Store in a cool dry place, ideally the fridge (make sure it doesn't freeze). For this reason never keep solution in the car where temperatures soar. Some technicians store the solution in the bottom of cool cupboards. Just remember below 20 degrees.

Air - Don't leave the lid off your pot or the bottle. Prolonged exposure to air can damage the solution.

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CUSTOM TAN SPRAY TANNING TENT

Dimensions

The tent is a perfect size to spray tan petite women to large body builders. The tent is 225 x 120 x 120 wide. You need to ensure that your tent is large enough that your client can move around easily without touching the sides of the tent and ruining their tan. When packed the tent is 60cm in diameter and 5cm wide.

Material

The tent is made from waterproof and double stitched nylon. It is quick drying and easy to cleanup. Most tanning machines will have a small degree of overspray, but as the tent is made from nylon, the tanning solution won't stain or absorb into the fabric like other brands.

Interior

The tent has a plastic roof allowing for easy cleaning and it also captures the tan overspray. The roof and sides are clear allowing for natural light to come in, allowing you to spray a more even tan.

The base of the tent has a nice wide platform, allowing your client to move around easily inside.

Cleaning

After each session of tanning, fill the solution pot with water and spray down the tent. Start at the top and work your way down.

Each week or two, take your tent outside and hose it with the garden hose. Make sure it is totally dry before packing it away.

Folding Instructions

STEP 1

Pull the front left hand side and bring it towards the back inside right hand corner. It may help if you step inside the tent. You may need to do this in 2 stages i.e. pull from above the seam first, and then from below. This will mean your tent is folded in half.

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STEP 2

Make sure you keep the back of the tent inside so it does not come out the front door. Then hold by both sides.

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STEP 3

Resting the roof of the tent across your chest, put your hands on each side of the frame near the middle seam.

STEP 4

Fold the top of the tent to touch the floor of the tent. You can see almost a circular shaped space between the top and bottom.

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STEP 5

Once the top and bottom are touching, move your hands up the tent towards you. Then take the hinges and using one hand cross them slightly.

STEP 6

Take the roof and tuck it into the tummy of the tent.

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STEP 6 CONT.

STEP 7

Take your top hand and push the tent down on top of the folded middle.

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STEP 8

If you have correctly folded then your tent should look like 3 circles gently sitting on top of each other. It will sit by itself without popping up.

STEP 9

You can then put your tent into the carry bag and go!

www.youtube.com/customtan

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VENTILATION SYSTEMS

At the time of writing this manual, ventilation systems are not mandatory in Australia. There does seem to be a trend that they will first become mandatory in VIC so we already stock filtration systems.

The portable ventilation system sold by Custom Tan fits securely in the rear of the pop up spray tan booth.

Excess tanning solution in the air, will draw into the three stage filter designed to reduce mess and ensure the environment is comfortable for yourself and your client.

Extraction units either come as portable units, or can be stacked on top of each other to create more permanent set up.

A fan is NOT the same as a filtration system, as a fan blows the overspray around, whereas a filtration system sucks excess overspray out of the air. Replacement filters can be purchased separately and easily replaced.

Systems are available in permanent (left below) or portable (right below).

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CLIENT INFORMATION

Before Your Tan

It is important that you client exfoliates their skin paying particular attention to knees, elbows and heels prior to a spray tan. Skin must be free of any moisturisers, oils, deodorants, make-up or perfumes before being sprayed. These products act as a barrier, and have a negative effect on your spray tan. Any waxing or shaving should be done at least12- 24 hours prior to the appointment to ensure the pores of skin are closed. Leave as long as possible between showering and the tan appointment so skin has time to cool and dry after showering.

What to wear for your spray tan

Most people wear just a g-string to get the best tan possible, but this is a personal choice so wear what's comfortable is most important. You may wear underwear or not.

How long does it take?

A spray tan only takes a maximum of 10 minutes and with the fan system on our tanning machines you should be free to go out and enjoy the rest of your day within 20 minutes. However people have different levels of moisture in their skins so times will vary from person to person.

What to wear after your spray tan

We recommend you wear light loose fitting clothing as full development of your spray tan will take 8 hours and any undue friction from tight clothing may affect the final result. Ideally invest in a Spray Tanning Dress TM as they are the price of a spray tan and will allow for optimal tan processing underneath.

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What you should be careful about

Activities that cause you to perspire more than normal as this will reduce the effect of the tanning solution. During the development time you should not allow your skin to become wet. If your skin does get splashed dab dry, do not rub, and then add a little bit of moisturiser to the affected area blending to an even colour.

After Your Tan

Because our solution has a high concentration of DHA, your tan will last longer than other tan solutions. With the right after tan care, your tan can last up to 10 days. After showering (ensuring you use a Sodium Laureth Sulfate free wash) apply the Custom Tan Extender or our rub on tan. This will keep your tan looking fresh and maximise the life of your tan.

Are there any harmful effects?

Dermatologists will enthusiastically agree that tanning with a DHA formula is much safer than baking for prolonged hours in the sun.

Is it ok to have a spray tan when pregnant?

There are no tests showing that spray tanning during pregnancy is harmful. DHA is made from sugar cane and in the forty years of its use has no known problems. Our Founder Heidi sprayed herself throughout both her pregnancies.

Can I breastfeed and get a spray tan?

Even though the tanning solution is made from natural products we suggest when breastfeeding that you leave your bra on when having a spray tan, or at a minimum hold nipple shields over the nipples while the breasts are being sprayed.

What about swimming?

The use of hot baths, spas and chlorinated pools will reduce the life of your tan.

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Will my tan wash off?

No your tan will not wash off it will fade just like a natural tan. It is essential to understand that if you use soaps containing SLS (Sodium Laureth Sulphate), spas or swim in pools the life of your tan may be affected. We have our own SLS free soap available for purchase with your tan. With all natural ingredients, it truly helps extend the life of your tan. SLS Free Custom Tan Soaps

THE PERFECT TAN APPLICATION

Always

- Discuss your client's expectations prior to starting
- Have your client prepare appropriately – hair net etc
- Test the flow of the solution prior to aiming at your client
- Spray one body part at a time
- Start and complete strokes away from the client's body
- Always position your body so the gun is inline with the body part being sprayed
- Hold the gun approximately 20cm away from the client
- Keep gun flat – NEVER tilt

This proven technique has been developed by Custom Tan, and we believe that it is the most thorough flawless way to do an application. Of course over time you may adjust your style, however learning and using this technique will ensure your client's body is flawlessly sprayed and application time is quick meaning more profits for the technicians.

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Step 1 – The Back

Have the client facing the back of the tent, with the legs shoulder width apart, and their hands in front of them in the prayer position. Their legs should be wide enough apart so the tops of their thighs are not touching. Shoulder width apart should be sufficient.

Start across the shoulder and spray long even vertical strokes down the back to the top of the buttocks.

Step 2 – The Legs

Starting at the base of the back, spray each buttock and down each leg. Do not spray too heavily on the ankles, as overspray will drift down. When you have finished the back of the legs, ask the client to bed their knees into a slight squat. This will allow you to spray under the buttocks to avoid any 'smile' lines.

Step 3 – The Sides

Ask the client to lift their arm and spray from under their arm to their waist. The client can then put their arm down, but must keep it away from their body so they don't rub any solution.

Then do another sweeping stroke from the waist to the knee, and the knee to the ankle. Again, avoid over spraying the ankle.

Ask the client to turn to the other side and repeat step 3 on the other side.

Step 4 – Front of Legs

In sweeping strokes, spray from the hip to the knee and the knee to the top of the ankle. Use 3-4 strokes depending on the size of the client's leg.

Ask the client to position their leg so the foot and toes are pointing at 2 o'clock for right leg and 10 o'clock for left leg.

To spray the client's foot, do a cross action from one side of the ankle diagonally to the toe, and then repeat with the other side of the ankle to the other side of the foot. Repeat on the other leg.

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Step 5 – The Arms

Have the client stand side on to you with their fingers pointing towards the floor, and their arm slightly away from the body.

Spray from the top of the shoulder to the elbow and then down to the wrist in even strokes. Move yourself so you can spray the arm without having to twist it. Repeat on the other side.

Have the client face you and put their arms at right angles hands facing the top of the tent. Spray the inside of the arm, from the wrist to the elbow and in horizontal strokes across the upper arm. Hold the client's hand and turn the hand so you can spray down the outside of the wrist. Repeat on the other side.

Step 6 – The Torso

Using vertical strokes, spray from above the shoulder down the chest on both sides to under the bust.

If the client is female - spray the breast in 2 strokes, diagonal around the base of each nipple.

(If your client is big busted, ask them to raise their arms which will lift their bust). Spray from under the breast to the waist in short vertical strokes until you reach the other side of the body.

Step 7 – The Face (if requested)

The client will most likely want their face sprayed, but it is always a good idea to ask them first.

Explain to the client that they will need to turn their face, but not their body during the face spray.

The client will need to take a big breath in, and close their eyes. Explain you will do 3 sprays to their 1 breath. The first spray, will be from above the temple down to the chin. Then ask the client to turn their face, and spray once down to the neck and repeat on the other side.

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Step 8 – The Hands (lightly)

This is the quickest and lightest spray. Hold the client's hand, and ask them to spread their fingers.

Spray once diagonally across the hand in a cross. Do this with both hands.

A Second Coat

The client is now sprayed thoroughly once.

You may choose whether you repeat steps 1-8 again lightly. This will give you an opportunity to check each area of application, and will allow you to deepen the colour by adding a little more. The second coat should take half the time of the first coat.

Remember that more is not necessarily more.

A full video demonstration can be seen via our You Tube Channel at www.youtube.com/customtan

Drying

If you have used Custom Tan solution then the drying time will be greatly reduced.

Remove the gun and turn the hose to high. Ensure you do not use the heat button, particularly if the weather is humid and your client is warm.

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Pass the hose over the client's body, and then hand the hose to them to continue to dry themselves until they feel comfortable. The hose should be placed on the floor and the power button pressed off.

Client Disclaimer Forms

The following page has an example of a new client disclaimer. You are welcome to take copies of this and ask your clients to complete, or you may like to create your own form.

Using this form to retain client information, and if you like make notes on the reverse about appointment times, client colour preferences, kids names etc. This will act as an aid for future appointments and remembering things like children's names or reasons for spray tans i.e. 21st will make your client feel like you care and make them more comfortable.

By capturing client information you can use this for marketing. I.e – email specials, new product release, new areas covered, birthday offers etc. It's also a great way to see where your clients are geographically located and consider whether you'd like to target any marketing to these suburbs.

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New Client Disclaimer

Name	
Address	
Suburb	
Postcode	
Phone	
Email	
Birthday	

- The active ingredient in spray tanning is DHA. This is a sugar cane based cosmetic that has been approved for cosmetic use by the FDA for over 30 years. There is a small chance that you may have an allergic reaction to DHA, and advise you to conduct a patch test and wait 24 hours to see if there is any reaction.
- You can have a spray tan as often as you like however we recommend removing as much tan as possible prior to the next application to eliminate tan build up.
- Avoid activities that reduce the life of your tan – extended showers, baths, swimming, spas etc
- Moisturise your body twice a day to extend the life of your tan. The Custom Tan extender will add additional colour and longevity to your application.
- Use sunscreen when outdoors as a spray tan offers no sun protection
- The bronzer is used as a guide. You will see this wash off with your first shower. The bronzer may rub off on clothing and sheets. It may also stain some fabrics and lighter coloured materials.
- The person signing this form states that they are over 16 years, or provide parental approval for someone under the age of 16.

Your Custom Tan technician accepts no liability for those who choose not to follow the above guidelines.

Signature_____ Date_____

Technician _____

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